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Set	Items	Description
S1	944	((((TRANSMIT? OR DISPLAY? OR SEND? OR RECEIV?) (3W) INVENTO- R?) (S) (RATE OR FREQUEN? OR INTERVAL OR TIME)) AND PD<=991230
S2	77	S1 AND (VENDOR OR SELLER) AND (BUYER OR CUSTOMER)
S3	14	S2 AND (((TRANSMIT? OR DISPLAY? OR SEND? OR RECEIV?) (2W) - INVENTOR?) (S) (RATE OR FREQUEN? OR INTERVAL))
S4	14	RD (unique items)
?		

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4/3,KWIC/1 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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A

2041148 Supplier Number: 02041148 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Route To Efficiency -- More-intelligent tools are helping third-party logistics suppliers to reach beyond their traditional roles.

(Third-party logistics providers estimated to reap around \$25 bil/yr in revenue)

Electronic Buyers News, p 53

January 12, 1998

DOCUMENT TYPE: Journal ISSN: 0164-6362 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 2348

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

...component suppliers and distributors as the provider does working directly with an OEM or end customer. "I think we're at a watershed point now," said Greg Girard, an analyst at...

TEXT:

...component suppliers and distributors as the provider does working directly with an OEM or end customer.

"I think we're at a watershed point now," said Greg Girard, an analyst at ...

...we found that high-tech industries have the powerful need to get things done on time and to manage their inventory most precisely," he said. "We receive reports of inventory dropping in value at a rate of 1% per week within the high-tech sector.

"It's a game of musical...

...inventories and related costs and to cut cycle times, while at the same time increasing customer service and building revenue," said Deby Veneziale, the company's vice president of logistics solutions...

...sourcing of raw materials to delivery to the retail floor or directly to the end customer. Concerto's goal is to enable all segments of an end-product supply chain - the...

...planning," Veneziale said. "A real issue today can even be competing supply chains. Whether our customer is the VAR or OEM, from our perspective, isn't really important, but we want...

...consolidation at the point of distribution."

Concerto, which Skyway introduced last year, includes three options: vendor -managed inventory (VMI), order management, and transportation management.

The VMI cycle begins with the collection...

...and improved operational efficiencies.

Order management is a combination of business processes used to fulfill customer orders. The process begins with approved orders from an order-entry or demand-planning system in-progress, is communicated to order-entry systems, enabling customer -service personnel to see what

quantities of products are available and where they are located...

...SPC network this year with the creation of about 10 centers.
"It will depend on customer demand," she said. "DHL is really geared toward the international customer, and we're not really competing with what SonicAir or FedEx does in the United..."

...inventory for last-minute customization before end equipment is shipped to a VAR or end customer.

"Having the ability to reconfigure units allows the customer to carry less inventory, while simultaneously providing the ability for customized orders," said Jim Fields...

4/3,KWIC/2 (Item 1 from file: 13)

DIALOG(R)File 13:BAMP

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1053793 Supplier Number: 01123910 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Open Letter: Changes to Article 9

(Letter outlines sought-after changes to existing regulations of Article 9, which pertains to secured creditors and blanket liens)

Article Author(s): Wirengard, RO

Business Credit, v 97, n 9, p 36+

October 1995

DOCUMENT TYPE: Journal ISSN: 0897-0181 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3875

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...borrowing ratio on the different assets (e.g., 50 percent on inventory; 60 percent on receivables), state the inventory's reported value, and include the rate of interest being charged. And trade creditors will have rights to meet and discuss actions...as collateral. The collateral is allowed because the transactions allow full payment to the original seller or manufacturer who then passes title to the debtor. The collateral position, furthermore, becomes public...

...economic evolution that recognizes both that commercial cash transactions are extremely cumbersome and that the seller is willing to share in the buyer's investment in inventory.

I once reviewed the steps in cash or COD transactions and...

...create an administrative nightmare (imagine receiving a carrier's check without any references to the buyer or the invoice; or try to find that carrier's clerk who has time to...

...may derive from competitive conditions but conventionally is driven by the industries and allows the buyer an opportunity to have goods on hand that may take 5, 7, or 30 days...because this is interpreted to fall under the illegal price discrimination rules of charging one customer more than another as per the Robinson Patman Act.

The fact of the matter is...

...and costly -- would you want to be the authorized chief financial officer signing 50,000 vendor security agreements; having them notarized; or sending them to counsel for approval; plus signing the...same unpaid merchandise. It follows, justly, that an implicit security interest should remain with the seller. Trade creditors should not be subordinated via blanket liens from the financing side; they are...

4/3,KWIC/3 (Item 1 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
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00547582 91-21927

Managing the White Space on the Organization Chart

Rummel, Geary A.; Brache, Alan P.
Supervision v52n5 PP: 6-12 May 1991
ISSN: 0039-5854 JRNL CODE: SUP
WORD COUNT: 3534

...ABSTRACT: time. Many organizations are attempting to combine all 3 of these advantages into a total customer service strategy. A major ingredient in establishing a competitive advantage is management's ability to...

...TEXT: time. Many organizations are attempting to combine all three of these advantages into a "total customer service" strategy which protects them from all types of competition.

Unfortunately, "total customer service" cannot be bought. New technology, new people, training and increases in departmental budgets will...

... can be addressed through efforts to change the culture. However, the world's most enlightened, customer-focused culture cannot transform an organization which has flawed business processes and a traditional approach ...

... works hard to meet its goals, which are set independently of other functions. All too frequently, when a function optimizes (meets its goals), it ends up contributing to the suboptimization of...

... that can't be profitably manufactured. Manufacturing meets its yield goals and, in so doing, sends inventory costs through the roof.

In this environment, barriers exist between functions and subfunctions. Issues must...

...chimneys or silos before they can be resolved, which takes managers away from higher priority customer and competitor concerns.

When the manager of functions A, B and C goes to the...

...to be: "It's those dimwits in A."

In the good old days of a seller's market, a company could introduce products at its own pace, meet only its internal...

... consequences. Those days are over. Because of strong competition, most organizations now compete in a buyer's market.

Figure B presents a contrasting view of an organization, one that better equips...

... marketplace. The organization processing system responds to the demands of the marketplace for product quality, customer service and price. An organization which does not quickly respond to these demands will usually ...

... are developed and provided to Manufacturing. This horizontal, or systems, view makes visible the internal customer-supplier relationships through which products and services are produced.

The effectiveness of horizontal work processes make or break organizations. Processes (such as the product development and introduction process and the customer service process) are the key to quality, cost and cycle

time/productivity improvement. In successfully...keys to an organization's competitiveness lie in cross-functional processes, such as:

- * product installation;
- * customer billing;
- * maintenance/repair;
- * customer order-filling.

An organization also has critical subprocesses and support processes such as:

- * sourcing;
- * engineering change;
- * vendor qualification;
- * recruiting and hiring.

In many cases, these processes are strategically significant because their performance...

... to select the process(es) which have the greatest impact on a competitive advantage or customer requirement.

We worked with a regional telephone company's operating committee, which identified its customer billing process as having the greatest PI&M potential. In other recent applications, an electronics...

... product development process, a telecommunications firm identified its sales process, an aerospace manufacturer identified its customer option process and a finance department identified its accounts receivable process.

In some of these...

...positioned as a product quality improvement intervention. In others, the focus was on productivity, cost, customer service or cycle time. However, the goal was always the same -- to get that key...

... on opportunities for process improvement. Company executives manage the process by:

- * Monitoring its performance against customer -driven process measures.
- * Certifying the process (ensuring that it meets a set of effectiveness criteria... The senior management of a regional telephone company was concerned with the performance of the customer billing process which involves nearly every function in the company. The PI&M effort was...

...found 183 opportunities for improvement.

Implementation of these improvements resulted in quality gains (based on customer surveys) and a measurement system for tracking the contribution each function makes to the overall...

... system map of their organization and, guided by a facilitator, traced the flow of a customer order from the sales representative's initial contact to installation and customer invoicing. Each VP explained the flow through his area. The group identified and set priorities on major process disconnects which affected customer service. They then agreed on an action plan for addressing the top issues, most of...future.

Figure 1

Process Improvement And Management System Checklist

I. Organization

1. What are the customer 's requirements for the organization? (e.g., cycle time, quality, etc.)
2. How well is...
...performing against those requirements?
3. What major processes impact the critical requirement areas?
4. Given customer requirements, at what level should these major processes be performing?
5. How are these major...
...between 4 and 5)?
7. What changes are required at the organization level to meet customer requirements? (e.g., organization strategy/goals, function or process goals and measures, organization structure, resource allocation)

II. Process

1. What are the customer requirements for the process in question?
2. How well is the process performing against these...
...the current process flow?
4. How well is each major process step/segment performing against customer requirements?
5. How should the process be improved? (What should the process be?)
6. What...

910500

4/3,KWIC/4 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03082857 Supplier Number: 44198345 (USE FORMAT 7 FOR FULLTEXT)
HOW WIRELESS TECHNOLOGY WORKS: Data is Transmitted, By Narrow Band RF Or Spread Spectrum

Chain Store Age Executive with Shopping Center Age, pA2
Nov, 1993
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1686

... shift, says James E. Traxler, vp of marketing for Telxon Retail Technology Group, a leading vendor of handhelds and other wireless systems.

The typical cost of a handheld, says Traxler, can...

...MHz range, has been employed in stores since about 1983. Its limited 9600 bps transmission rate is adequate for price verification, receiving and other inventory applications.

In the early 90s, a new radio technology (at least to the commercial world...

...of data, eliminating the need for wires. Decisions to relocate or add registers to maximize customer service can be made without incurring the added cost of wiring. Other equipment can also be made wireless, such as scales, customer display terminals, printers and time clocks.

Spread spectrum has other major advantages over narrow band...like NCR's StarLan, or IBM's Store Loop, are much more difficult. The wireless vendor has to first understand the proprietary LAN, and then build an interface to talk to...

19931101

4/3,KWIC/5 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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02065743 Supplier Number: 42669980 (USE FORMAT 7 FOR FULLTEXT)

Managing the White Space

Telephone Engineer & Management, pS35

Jan 15, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 2421

... organizations, including telephone operating companies, are attempting to combine all three advantages into a "total customer service" strategy that protects them from all types of competition.

Unfortunately, total customer service cannot be bought. New technology, new people, training and increases in departmental budgets will ...

...can be addressed through efforts to change the culture. However, the world's most enlightened, customer -focused culture cannot transform an organization that has flawed business processes and a traditional approach ...

...works hard to meet its goals, which are set independently of other functions. All too frequently, when a function optimizes (meets its goals), it ends up contributing to the suboptimization of...

...that can't be profitably manufactured. Manufacturing meets its yield goals and, in so doing, sends inventory costs through the roof.

In this environment, barriers exist between functions and subfunctions. Issues must...

...chimneys or silos before they can be resolved, which takes managers away from higher priority customer and competitor concerns.

When the manager of functions A, B and C goes to the...

...to be, "It's those dimwits in A."

In the good old days of a seller 's market, a company could introduce products at its own pace, meet only its internal...

...consequences. Those days are over. Because of strong competition, most organizations now compete in a buyer 's market.

The bottom of Figure 1 presents a contrasting view of an organization, one...

...the marketplace. The processing system responds to the demands of the marketplace for product Quality, customer service and price. An organization that does not quickly respond to these demands usually will...

...are developed and provided to manufacturing. This horizontal, or systems, view makes visible the internal customer -supplier relationships through which products and services are produced.

The effectiveness of horizontal work processes make or break organizations. Processes (such as the product development and introduction process and the customer service process) are the keys to Quality, cost and cycle time/productivity improvement. In successfully...

...to a telephone company's competitiveness lie in cross-functional processes such as product installation, customer billing, maintenance/repair and customer order-filling. The telco also has critical subprocesses and support processes such as sourcing, engineering change, vendor qualification, and recruiting and hiring. In many ...to select the process(es) that have the greatest impact on a competitive advantage or customer requirement.

For example, a regional telephone company's operating committee identified its customer billing process as having the greatest PI&M potential. In other recent applications, an electronics... product development process, a telecommunications firm identified its sales process, an aerospace manufacturer identified its customer option process and a finance department identified its accounts receivable process.

In some of these...

...positioned as a product Quality improvement intervention. In others, the focus was on productivity, cost, customer service or cycle time. However, the goal was always the same - to get that key...

...for improving the process function. Company executives manage the process by: monitoring its performance against customer -driven process measures; certifying the process - ensuring that it meets a set of effectiveness criteria...

...The senior management of a regional telephone company was concerned with the performance of the customer billing process, which involves nearly every function in the company. The PI&M effort was...

...and found 183 opportunities for improvement.

Implementing these improvements resulted in Quality gains (based on customer surveys) and a measurement system for tracking the contribution each function makes to the overall...system map of their organization and, guided by a facilitator, traced the flow of a customer order from the sales representative's initial contact to installation and customer invoicing. Each vice president explained the flow through his area. The group identified and set priorities on major process disconnects that affected customer service. They then agreed on an action plan for addressing the top issues, most of...

19920115

4/3,KWIC/6 (Item 1 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

04172715 (USE FORMAT 7 OR 9 FOR FULLTEXT)

ERICSSON: 1998 Report

M2 PRESSWIRE

January 29, 1999

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 3189

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... and development costs of SEK 25,189 m. (20,906) on own account and for customer orders, which represent 14 (12) percent of net sales. In 1998, Ericsson accelerated the R...

... 10,000 m. Excluding these acquisitions, cash flow was somewhat positive

in spite of increased customer financing of more than SEK 5,700 m. The rate of capital turnover decreased from 2.4 times to 2.1 times as a consequence of the investments and customer financing. Inventory amounts to 15 percent (14) of sales. Total provisions increased somewhat during the year. Provisions other than for pensions, receivables and inventory were SEK 11,840 m. (11,550) at year end, related to guarantee commitments, risks pertaining to customer financing and changes in technology and markets as well as restructuring.

Ericsson's investments in... close to 30 percent price reduction in Ericsson's product portfolio on an annual basis. Customer interest in prepaid services caused a rise in demand for entry-level mobile phones. Price...

... in these areas. The dynamics of these markets require close monitoring of the development of customer demand.

1999 is expected to be a year with limited expansion in the global economy...

... our own operations. The preparations, including system audits and tests and modifications of computer programs, vendor review programs and installation of additional back-up power equipment, are scheduled to be in ... countries in which the Company has operations or sales, supply constraints, and the result of customer financing efforts.

CONTACT: Lars A. StOlberg, Senior Vice President, Corporate Communications Tel: +46 8 719...

19990129

4/3,KWIC/7 (Item 1 from file: 75)

A
DIALOG(R)File 75:TGG Management Contents(R)
(c) 2003 The Gale Group. All rts. reserv.

00193594 SUPPLIER NUMBER: 18781573 (USE FORMAT 7 FOR FULL TEXT)

Lending to mail order companies.

Vanderwey, Ronald M.

The Journal of Lending & Credit Risk Management, v79, n1, p36(12)
Sep, 1996

ISSN: 0021-986X LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 4737 LINE COUNT: 00385

... when Richard Sears, an enterprising railroad agent, learned that he could buy items from a vendor at one station to sell to customers at the next. He soon joined forces with...

...This trend holds two key benefits. First, it enables catalogers to better target their key customer markets. Second, it reduces the ever-increasing burden of postage costs.

Operations

The typical mail...eligible receivables, although advance rates may vary based on the product industry. The lower advance rate on inventory is intended to motivate the borrower to convert its inventory quickly to more liquid accounts receivable. Inventory and accounts receivable audits are crucial for good collateral control, particularly in economic downturns. For...

...well established.

* Mail order continues to gain market acceptance through improved marketing techniques and changing customer demographics.

* Mail order success requires a certain degree of management sophistication in the areas of...

19960900

4/3,KWIC/8 (Item 2 from file: 75)
DIALOG(R)File 75:TGG Management Contents(R)
(c) 2003 The Gale Group. All rts. reserv.

00157176 SUPPLIER NUMBER: 13356075 (USE FORMAT 7 FOR FULL TEXT)
Reflections on lender liability: remembering who owes whom.
Lukens, John R.
Journal of Commercial Lending, v74, n12, p12(13)
August, 1992
ISSN: 1062-6271 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5747 LINE COUNT: 00443

... avoided. The lender cannot afford to sit back-even with a presumably sophisticated and friendly customer - and wait for things to happen. Normally, the borrower and lender both want to close...letters. The primary purpose of a letter of intent, it seems, is to test the customer's sincerity at an early stage in the negotiation. A letter of intent does this...

...agreement contain no big surprises, if for no other reason than to avoid upsetting the customer. If there are major points that are likely to be sources of serious contention, such...

...should be introduced at the commitment stage even at the risk of scaring off the customer.

Defaulting Borrowers

The second point in the life of a loan that is most likely...

...can only serve to incite what may already be a very nervous and potentially hostile customer. Horror stories about lines of credit being jerked without notice or without sufficient time to...

...Trust Company, 757 F.2d 752 (6th Cir. 1985), is one of the cases most frequently cited in this area of the law. In 1979, K.M.C. entered into a ...

...3 million line of credit, payable on demand, secured by security interests in the accounts receivable and inventory of K.M.C. Later, the line of credit was increased to \$3.5 million...K.M.C.'s values were to be determined with reference to what a willing buyer would pay and willing seller would accept for the company.

An interesting side issue in the case concerned a provision...

19920800

4/3,KWIC/9 (Item 1 from file: 122)
DIALOG(R)File 122:Harvard Business Review
(c) 2003 Harvard Business Review. All rts. reserv.

113425 CONTROL NUMBER: 784491 (USE FORMAT 7 FOR FULLTEXT)
Financing the Leveraged Buy-Out Through the Acquired Assets
Gilbert, Frederick S. Jr. - Citibank
HARVARD BUSINESS REVIEW Jul/Aug 1978, p 8
ALSO IN HBR LIBRARY VOLUME: Strategy and Tactics in Mergers, page 121.
TRANSLATIONS:
Japanese, Financing the leveraged buy-out through the acquired assets, No. 6 1978, DIAMOND HARVARD BUSINESS.
Spanish (Spain), La financiación de la compra de empresas mediante la garantía de su acti, No. 1 1980, HARVARD DEUSTO BUSINESS REVIEW
DOCUMENT TYPE: HBR Article LANGUAGE: English RECORD TYPE: Abstract
Fulltext
WORD COUNT: 1343

... to the list of more traditonal financing techniques: stock, excess

cash, earnout or note to seller, borrowing under existing bank lines, and longterm third-party funding. Each conventional medium carries advantages ...

...values increase, an asset-based financing is particularly appropriate in highly leveraged situations.

SECTION HEADING: Buyer's reasoning>3. Buyers who have used the asset-based approach to acquisition financing have...

...If sales suddenly pick up and/or additional inventory is needed, the resulting increases in receivables and inventory are largely self-funding. The nonamortizing nature of the current asset portion of the package...

...interest cost. (Even less than a 4% sales increase probably would cover the higher interest rate because margins normally improve on incremental sales.) Thus the opportunity for greater profits and/or geared to a different primary objective. Exhibit III diagrams them.

If the buyer wants primarily to minimize his investment risk, the acquired entity may be maintained as a...

...purchase price. The asset-based package makes those borrowings or dividends indirectly available to the buyer.

As a rule, the acquisition closing, the asset-based loan, and the pay-out occur simultaneously. Under this arrangement, the buyer can leverage the subsidiary more easily without affecting his own unconsolidated leverage factor and without violating the restrictions of his existing loan agreements.

Under Option 2, the buyer merges the acquired business into his own structure and borrows directly from the lender. This approach permits the highest leverage potential because it enables the buyer to borrow against both his own assets and those of the acquired entity.

Option 3...

...The ESOP is an employee stock compensation plan that permits borrowing by the ESOT. The buyer repays the debt (principal and interest) through his tax-deductible contributions to the ESOT.

The...

...the proceeds of a loan supported by the assets of the acquired business, with the buyer's guarantee if needed. The ownership transfers when the ESOT exchanges the acquired stock or...

...Then the ESOT uses the buyers tax-deductible contributions to repay the loan.

For the buyer in the 50% tax bracket, the transaction is made for half the cash otherwise needed...

...retain the strength to support the medium or long-term nature of the funding. If the buyer wants to maximize leverage, the assetbased approach to the financing can be an advantageous one.

4/3,KWIC/10 (Item 1 from file: 180)

DIALOG(R) File 180: Federal Register

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DIALOG Accession Number: 02134387

Supplier Number: 891102464

Transfer and Recodification of Regulations Pursuant to Financial Institutions Reform, Recovery and Enforcement Act of 1989

Volume: 54 Issue: 229 Page: 49411

CITATION NUMBER: 54 FR 49411

Date: THURSDAY, NOVEMBER 30, 1989

TEXT:

...131

Communication between 545.131

members of a federal
mutual association

545.132

Disclosure of customer 545.132
records

545.133-545.135

(Reserved)

545.133-545.135

545.136

Financial... 545.131 Communication between

members of a

federal mutual savings associati

on.

545.132

Disclosure of customer records.

545.133-545.135

(Reserved).

545.136

Financial future transactions.

545.137

Financial options...Value;

(B) Loan Terms. Loan to Value Ratio.

(ii) Mobile home loans.

(A) Property Data. Buyer 's Total Costs, and Valuation;

(B) Loan Terms. Calculation Method.

(iii) Home improvement and equipping...Applicant(s) Information

Instruction for Mobile Home Loan Application Register only:

F. Property Data

1. Buyer 's Total Cost. Show an amount in this column when the amount
loaned was based...

... be shown in this column only when applicable. If the loan was based on
the buyer 's total cost or on a valuation, then a ratio should be shown.
Leave this...

19891130

4/3,KWIC/11 (Item 2 from file: 180)

DIALOG(R)File 180:Federal Register

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DIALOG Accession Number: 02106606

Supplier Number: 880901118

**Certain Provisions of the Agricultural Credit Act of 1987 and Additional
Amendments of Portions of Farmer Program Regulations**

Volume: 53 Issue: 178 Page: 35638

CITATION NUMBER: 53 FR 35638

Date: WEDNESDAY, SEPTEMBER 14, 1988

TEXT:

... the amount of write-down, will be greater than states with short turn
around for inventory property. The extent of the drought will also impact
the number of delinquent borrowers, future...S, requires FmHA to insert
specific provisions into a conditional credit sale contract with the buyer
. These provisions state that FmHA's obligations are contingent on the
owners meeting FmHA's... a suggestion that the first appraisal be paid by
the FmHA as it is the seller. The Agency has determined that the costs
associated with the sale of the Homestead Protection...also realize that
you cannot predict prices to the penny. Sometimes you will have a buyer
for your products who is not listed on the form. All we expect of you...

...all possible, you should let FmHA know if you are going to sell to a
buyer who is not listed on the form. The attached chart gives certain
examples when you... in or near where the applicant resides for loans for
similar purposes and periods of time .

(a) If the County Supervisor receives letters or other written evidence from a lender(s... in or near which the applicant resides for loans for similar purposes and periods of time .

(7) Except for youth loans, be the owner-operator or tenant-operator of not larger...

... and terms in or near the community for loans for similar purposes and periods of time . This applies to the entity and all of its members, stockholders, partners, or joint operators...

19880914

4/3,KWIC/12 (Item 1 from file: 194)

DIALOG(R)File 194:FBODaily

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0338370

SOFTWARE FOR A PROCUREMENT DATA SUPPORT SYSTEM

to monitor requisition, sol, negotiation, purchase order placement, fabrication, inspection, shipment, receipt, receiving inspection, inventory control, storeroom issue, delivery, and payment for all material and services at the laboratory. The system must operate both in batch and in real-time, on-line mode for data entry and for reporting. The items to be furnished include, but are not limited to, the following: A. Inventory control and order entry application packages to service all functions of the laboratory storeroom, such as item identification and physical location; receiving material; supplying orders with packing lists; transferring and returning items; maintaining balance-on-hand with historical transactions available by item; producing hardcopy releases to vendors with blanket orders; supplying stock samples for periodic physical inventory and accepting stock adjustment data; supporting FED strip procurement and local GSA procurement independent of formal purchase order system; and supporting an inventory control system for rental and capital equipment used to dispense items. B. Purchasing application package to service all functions of the laboratory procurement group, such as material and services spec, vendor performance analysis, inquiry and sol, vendor negotiation, government approval requests, order placement with hardcopy contract generation, following vendor progress, scheduling inspection, receiving and inspection of material and services, and delivery with hardcopy intra-laboratory delivery ticket. C. Accounts payable application package to service all functions of the laboratory disbursement accounting department, such as, receiving vendor and carrier invoices; matching purchase order, receipt, and invoice items; invoice payment batch control, freight invoice rate approval; non-purchase order payments; accrual accounting; vendor debit accounting; multiple internal charge number per item accounting; multiple bank accounting; foreign currency conversion; inter-government office and inter-corporation division accounting; and employee expense accounting. The application packages must have the following features in common: A. Fully integrated with each other, that is, data entered into one package must be immediately usable by the other packages without user intervention. B. A part of an existing or announced, closed-loop MRP-II system; again, fully integrated. C. Use exclusively the latest Cullinet database management software (IDMS) for data storage and retrieval; use exclusively the Cullinet integrated data dictionary (IDD) for documenting data descriptions and for supplying these descriptions to each application package; use exclusively Cullinet application development system-on-line (ADS on-line) and on-line query (OLQ) for real-time access to database. D. Incorporate latest features of Cullinet database management software as the features become available, through normal maintenance upgrades of the application software. E. Operate the IBM plug-compatible hardware and not require hardware in addition to that currently available at Bettis. Pricing to be solicited on a firm fixed price basis. All application packages must be supported through a separate maintenance contract which accounts for 1 year warranty after installation and

acceptance at Bettis. Delivery is required 1 month after the award of the purchase order. Seller personnel supervising installation and/or servicing at the Bettis site must possess a U.S. Department of Energy (DOE) security clearance (Type L as a minimum). If interested, requests for copies must be postmarked NLT 8 days from the date of the listing in the CBD. Tel requests will not be honored. (199)

SPONSOR: Westinghouse Electric Corporation, Bettis Atomic Power Laboratory,
Attn: Shirley W Bruce, Buyer, PO Box 79, 814
Pittsburgh-McKeesport Blvd, West Mifflin, PA 15122
PUBLICATION DATE: JULY 21, 1983

to monitor requisition, sol, negotiation, purchase order placement, fabrication, inspection, shipment, receipt, receiving inspection, inventory control, storeroom issue, delivery, and payment for all material and services at the laboratory. The system must operate both in batch and in real-time, on-line mode for data entry and for reporting. The items to be furnished include...

A ... to service all functions of the laboratory procurement group, such as material and services spec, vendor performance analysis, inquiry and sol, vendor negotiation, government approval requests, order placement with hardcopy contract generation, following vendor progress, scheduling inspection, receiving and inspection of material and services, and delivery with hardcopy intra...

... application package to service all functions of the laboratory disbursement accounting department, such as, receiving vendor and carrier invoices; matching purchase order, receipt, and invoice items; invoice payment batch control, freight invoice rate approval; non-purchase order payments; accrual accounting; vendor debit accounting; multiple internal charge number per item accounting; multiple bank accounting; foreign currency conversion...

... application development system-on-line (ADS on-line) and on-line query (OLQ) for real-time access to database. D. Incorporate latest features of Cullinet database management software as the features...

... acceptance at Bettis. Delivery is required 1 month after the award of the purchase order. Seller personnel supervising installation and/or servicing at the Bettis site must possess a U.S...

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4/3, KWIC/13 (Item 1 from file: 635)

DIALOG(R) File 635: Business Dateline(R)

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0032176 87-10871

Autotrol Restructures Debt With New Line of Credit

Connole, Jon

The Business Journal-Milwaukee (Milwaukee, WI, US), V4 N33 s1 p21

PUBL DATE: 870601

WORD COUNT: 749

DATELINE: Milwaukee, WI, US

PUBL DATE: 870601

TEXT:

...for at least two years and borrowing levels will be based on percentages of certain receivables and inventory and an amount based on

assets, according to the annual report. The interest rate is the prime rate plus 1.75 percent.

Autotrol's former line of credit was at the prime interest...

...short-term debt, Wirth said.

Bankers' acceptances are negotiable interest-bearing documents by which a seller of merchandise gets money before the buyer is ready to pay. The seller receives the buyer's promise to pay the amount involved on a specified date. The buyer's bank stamps the draft "accepted," guaranteeing the payment. Accepted drafts have a ready sale...

4/3, KWIC/14 (Item 1 from file: 647)

DIALOG(R) File 647: CMP Computer Fulltext
(c) 2003 CMP Media, LLC. All rts. reserv.

01149976 CMP ACCESSION NUMBER: EBN19980112S0074

Route To Efficiency - More-intelligent tools are helping third-party logistics suppliers to reach beyond their traditional roles.

Darrell Dunn

ELECTRONIC BUYER'S NEWS, 1998, n 1091, PG53

PUBLICATION DATE: 980112

JOURNAL CODE: EBN LANGUAGE: English

RECORD TYPE: Fulltext

SECTION HEADING: Special Report: Logistics and Delivery

WORD COUNT: 2362

PUBLICATION DATE: 980112

... component suppliers and distributors as the provider does working directly with an OEM or end customer.

"I think we're at a watershed point now," said Greg Girard, an analyst at...

...we found that high-tech industries have the powerful need to get things done on time and to manage their inventory most precisely," he said. "We receive reports of inventory dropping in value at a rate of 1% per week within the high-tech sector.

"It's a game of musical...

...inventories and related costs and to cut cycle times, while at the same time increasing customer service and building revenue," said Deby Veneziale, the company's vice president of logistics solutions...

...sourcing of raw materials to delivery to the retail floor or directly to the end customer. Concerto's goal is to enable all segments of an end-product supply chain - the...

...planning," Veneziale said. "A real issue today can even be competing supply chains. Whether our customer is the VAR or OEM, from our perspective, isn't really important, but we want...

...consolidation at the point of distribution."

Concerto, which Skyway introduced last year, includes three options: vendor-managed inventory (VMI), order management, and transportation management.

The VMI cycle begins with the collection...

...and improved operational efficiencies.

Order management is a combination of business processes used to fulfill customer orders. The process begins with approved orders from an order-entry or demand-planning system...

...suppliers, in-transit, or as works-in-progress, is communicated to order-entry systems, enabling customer-service personnel to see what

quantities of products are available and where they are located...SPC network this year with the creation of about 10 centers.

"It will depend on customer demand," she said. "DHL is really geared toward the international customer, and we're not really competing with what SonicAir or FedEx does in the United...

X ...inventory for last-minute customization before end equipment is shipped to a VAR or end customer.

"Having the ability to reconfigure units allows the customer to carry less inventory, while simultaneously providing the ability for customized orders," said Jim Fields...

?

T S4/3,AB/1-14

>>>No matching display code(s) found in file(s): 132, 180, 187, 264, 267,
441, 492, 494, 514, 564, 608, 623-624, 627, 635, 660, 764-765, 767-768,
810, 813, 816

4/3,AB/1 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

2041148 Supplier Number: 02041148

**Route To Efficiency -- More-intelligent tools are helping third-party
logistics suppliers to reach beyond their traditional roles.
(Third-party logistics providers estimated to reap around \$25 bil/yr in
revenue)**

Electronic Buyers News, p 53

January 12, 1998

DOCUMENT TYPE: Journal ISSN: 0164-6362 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 2348

ABSTRACT:

The third-party logistics and delivery industry has come a long way from simply managing a string of warehouses and trucks. Today's service providers tap into myriad technologies to ensure the seamless transport of products through the supply chain. Logistics providers may spend as much time working with contract electronics manufacturers (CEMs) and traditional semiconductor component suppliers and distributors as the provider does working directly with an OEM or end customer. "I think we're at a watershed point now," said Greg Girard, an analyst at Advanced Manufacturing Research Inc., Boston. "In the past 12 to 18 months, we've really seen logistics companies acquiring the best-in-class software applications to run transportation, warehousing, and distribution. Girard estimates that third-party logistics providers reap approximately \$25 billion in annual revenue, and the market is growing fast. The "intelligent service" segment - in which logistics companies take full ownership of supply chain management - is smaller than \$1 billion a year, but is expanding rapidly, Girard said. Idle inventory is perhaps the most significant factor eroding profits for companies throughout the supply chain, said Rob Shirley, vice president of sales at the logistics electronic commerce division of Federal Express Corp., Memphis, Tenn. The establishment of a network of worldwide logistics staging centers by companies such as DHL Worldwide Express, FedEx, and United Parcel Services over the past decade has enabled companies throughout the supply chain to come closer to achieving a true just-in-time inventory system, Shirley said. The major logistics companies have established "hub and spoke" staging centers throughout the world to accommodate rapid delivery. The companies created several major hubs in critical regions in the United States, Europe, and Asia to handle 24-hour deliveries, and smaller, worldwide distribution centers, or spokes, to complete the process for just-in-time delivery. "Customers, particularly in the high-tech industry, are really looking to expand globally and be a provider globally, not just in the U.S. or Europe," said Kathleen Schumacher, vice president of logistics at DHL in San Francisco. "The logistics service standards have been pretty well established in the U.S., and customers are looking to respond to their own customers very quickly on a worldwide basis, just as they have grown accustomed to in the U.S. They want us to duplicate these things worldwide," she said. DHL has built a reputation as an international logistics carrier through its combination of express logistics centers (ELCs) and strategic parts centers (SPCs), Schumacher said. The company has seven ELCs around the world, including one in Miami, and 54 SPCs outside the United States. DHL plans to expand its domestic SPC network this year with the creation of about 10 centers.

4/3,AB/2 (Item 1 from file: 13)

DIALOG(R)File 13:EMP
(c) 2003 Resp. DB Svcs. All rts. reserv.

1053793 Supplier Number: 01123910

Open Letter: Changes to Article 9

(Letter outlines sought-after changes to existing regulations of Article 9, which pertains to secured creditors and blanket liens)

Article Author(s): Wirengard, RO

Business Credit, v 97, n 9, p 36+

October 1995

DOCUMENT TYPE: Journal ISSN: 0897-0181 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3875

ABSTRACT:

R.O. Wirengard, of Eveready Battery Co. Inc. (St. Louis, MO), sent a letter to William M. Burke, chairman of the American Law Institute Drafting Committee, outlining recommended changes to Article 9 of the Uniform Commercial Code. First, trade creditors should have an implied trade lien or security interest in inventory, accounts receivable, and proceeds. A lender cannot have a bigger claim in these assets than the relative rate of funds advanced on them; if nothing is owed trade creditors, the lender would acquire completely the proceeds. Second, financial creditors may only collateralize those trade assets that the debtor has paid for. Third, financial creditors, who shoulder blanket collateral in inventories, receivables, and pertinent proceeds must inform trade creditors and advise them regarding the loan ceiling, the borrowing ratio on various assets, outline the inventory's reported value, and include the rate of interest being imposed. Fourth, debtors who assign such assets to a third-party lender must inform current and new creditors that such assets, current and future owned, have a priority lien attachment and reveal the values of those assets and all related debts. Article enumerates other suggestions from Burke.

4/3,AB/3 (Item 1 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00547582 91-21927

Managing the White Space on the Organization Chart

Rummler, Geary A.; Brache, Alan P.

Supervision v52n5 PP: 6-12 May 1991 ISSN: 0039-5854 JRNL CODE: SUP

WORD COUNT: 3534

ABSTRACT: Businesses are striving to establish competitive advantages based on product and service quality, cost, and/or delivery cycle time. Many organizations are attempting to combine all 3 of these advantages into a total customer service strategy. A major ingredient in establishing a competitive advantage is management's ability to recognize that one of its primary responsibilities is one of managing the "white space" on the organization chart. In successfully competitive organizations, process performance, not function performance, is the primary concern of management. Managing white space entails: 1. seeing that logical cross-functional work processes are in place and functioning effectively and efficiently, and 2. managing organizations as systems. Although process level efforts vary in formality and detail, they all have 3 components: key process identification, process improvement, and ongoing process improvement and management. If organizations are going to survive in an increasingly competitive environment, they must become efficient processing systems that respond quickly and effectively to the changing demands of the marketplace.

4/3,AB/4 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03082857 Supplier Number: 44198345
HOW WIRELESS TECHNOLOGY WORKS: Data is Transmitted, By Narrow Band RF Or Spread Spectrum
Chain Store Age Executive with Shopping Center Age, pA2
Nov, 1993
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1686

4/3,AB/5 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

02065743 Supplier Number: 42669980
Managing the White Space
Telephone Engineer & Management, pS35
Jan 15, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2421

4/3,AB/6 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

04172715
ERICSSON: 1998 Report
M2 PRESSWIRE
January 29, 1999
JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 3189

- * 1998 a new record year
- * Market capitalization up 29 percent in 1998

4/3,AB/7 (Item 1 from file: 75)
DIALOG(R)File 75:TGG Management Contents(R)
(c) 2003 The Gale Group. All rts. reserv.

00193594 SUPPLIER NUMBER: 18781573 (USE FORMAT 7 FOR FULL TEXT)
Lending to mail order companies.
Vanderwey, Ronald M.
The Journal of Lending & Credit Risk Management, v79, n1, p36(12)
Sep, 1996
ISSN: 0021-986X LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 4737 LINE COUNT: 00385

ABSTRACT: The consumer mail order business has experienced strong growth over the past several years owing to changing demographics, such as an aging population and more women in the work force among other factors. In this article, the author reviews the industry's history, the financial characteristics of mail order firms, how credits should be structured, and what financial covenants should be considered in credit agreements.
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4/3,AB/8 (Item 2 from file: 75)

DIALOG(R)File 75:1 Management Contents(R)
(c) 2003 The Gale Group. All rts. reserv.

00157176 SUPPLIER NUMBER: 13356075 (USE FORMAT 7 FOR FULL TEXT)
Reflections on lender liability: remembering who owes whom.
Lukens, John R.
Journal of Commercial Lending, v74, n12, p12(13)
August, 1992
ISSN: 1062-6271 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5747 LINE COUNT: 00443

ABSTRACT: The discussion of the Farah, Penthouse, and K.M.C. cases makes this article well worth reading, especially since the author also includes some valuable pointers for lenders striving to steer clear of lender liability trouble. One such pointer is simply to say what you mean and mean what you say - preferably in writing. Such a pointer can be categorized as a valuable fundamental. (Reprinted by permission of the publisher.)

4/3,AB/9 (Item 1 from file: 122)
DIALOG(R)File 122:Harvard Business Review
(c) 2003 Harvard Business Review. All rts. reserv.

113425 CONTROL NUMBER: 784491
Financing the Leveraged Buy-Out Through the Acquired Assets
Gilbert, Frederick S. Jr. - Citibank
HARVARD BUSINESS REVIEW Jul/Aug 1978, p 8
ALSO IN HBR LIBRARY VOLUME: Strategy and Tactics in Mergers, page 121.
TRANSLATIONS:
Japanese, Financing the leveraged buy-out through the acquired assets, No. 6 1978, DIAMOND HARVARD BUSINESS.

Spanish (Spain), La financiacion de la compra de empresas mediante la garantia de su acti, No. 1 1980, HARVARD DEUSTO BUSINESS REVIEW
DOCUMENT TYPE: HBR Article LANGUAGE: English RECORD TYPE: Abstract
Fulltext
WORD COUNT: 1343

ABSTRACT: An asset-based approach for financing leveraged acquisitions is gaining in popularity and frequency. With this approach the lender ties all or at least part of his loan to the liquid value of the borrower's assets. Lenders maximize the liquid value in three ways: they take a security interest in the assets of the borrowing entity, establish a lending formula on the basis of its liquid value, and obtain periodic information on the nature and size of those assets and the borrower's needs. Asset-based financing is particularly appropriate in highly leveraged situations. Buyers have used the asset-based approach for one or more of the following reasons: they can leverage their initial cash investment to the utmost; the higher leverage permitted can provide investors with a greater return on their investment; and the formula approach of an asset-based loan permits future working capital flexibility. The creation of asset-based buy-outs is possible through three suggested methods.

4/3,AB/10 (Item 1 from file: 180)
DIALOG(R)File 180:Federal Register
(c) 2003 format only The DIALOG Corp. All rts. reserv.

DIALOG Accession Number: 02134387 Supplier Number: 891102464
Transfer and Recodification of Regulations Pursuant to Financial Institutions Reform, Recovery and Enforcement Act of 1989
Volume: 54 Issue: 229 Page: 49411
CITATION NUMBER: 54 FR 49411
Date: THURSDAY, NOVEMBER 30, 1989

4/3,AB/11 (Item 2 from file: 180)
DIALOG(R)File 180:Federal Register
(c) 2003 format only The DIALOG Corp. All rts. reserv.

DIALOG Accession Number: 02106606 Supplier Number: 880901118
**Certain Provisions of the Agricultural Credit Act of 1987 and Additional
Amendments of Portions of Farmer Program Regulations**
Volume: 53 Issue: 178 Page: 35638
CITATION NUMBER: 53 FR 35638
Date: WEDNESDAY, SEPTEMBER 14, 1988

4/3,AB/12 (Item 1 from file: 194)
DIALOG(R)File 194:FBODaily
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0338370

SOFTWARE FOR A PROCUREMENT DATA SUPPORT SYSTEM

to monitor requisition, sol, negotiation, purchase order placement, fabrication, inspection, shipment, receipt, receiving inspection, inventory control, storeroom issue, delivery, and payment for all material and services at the laboratory. The system must operate both in batch and in real-time, on-line mode for data entry and for reporting. The items to be furnished include, but are not limited to, the following: A. Inventory control and order entry application packages to service all functions of the laboratory storeroom, such as item identification and physical location; receiving material; supplying orders with packing lists; transferring and returning items; maintaining balance-on-hand with historical transactions available by item; producing hardcopy releases to vendors with blanket orders; supplying stock samples for periodic physical inventory and accepting stock adjustment data; supporting FED strip procurement and local GSA procurement independent of formal purchase order system; and supporting an inventory control system for rental and capital equipment used to dispense items. B. Purchasing application package to service all functions of the laboratory procurement group, such as material and services spec, vendor performance analysis, inquiry and sol, vendor negotiation, government approval requests, order placement with hardcopy contract generation, following vendor progress, scheduling inspection, receiving and inspection of material and services, and delivery with hardcopy intra-laboratory delivery ticket. C. Accounts payable application package to service all functions of the laboratory disbursement accounting department, such as, receiving vendor and carrier invoices; matching purchase order, receipt, and invoice items; invoice payment batch control, freight invoice rate approval; non-purchase order payments; accrual accounting; vendor debit accounting; multiple internal charge number per item accounting; multiple bank accounting; foreign currency conversion; inter-government office and inter-corporation division accounting; and employee expense accounting. The application packages must have the following features in common: A. Fully integrated with each other, that is, data entered into one package must be immediately usable by the other packages without user intervention. B. A part of an existing or announced, closed-loop MRP-II system; again, fully integrated. C. Use exclusively the latest Cullinet database management software (IDMS) for data storage and retrieval; use exclusively the Cullinet integrated data dictionary (IDD) for documenting data descriptions and for supplying these descriptions to each application package; use exclusively Cullinet application development system-on-line (ADS on-line) and on-line query (OLQ) for real-time access to database. D. Incorporate latest features of Cullinet database management software as the features become available, through normal maintenance upgrades of the application software. E. Operate the IBM plug-compatible hardware and not require hardware in addition to that currently available at Bettis. Pricing to be solicited on a firm fixed price basis. All application packages must be supported through a separate maintenance contract which accounts for 1 year warranty after installation and

acceptance at Bettis. Delivery is required 1 month after the award of the purchase order. Seller personnel supervising installation and/or servicing at the Bettis site must possess a U.S. Department of Energy (DOE) security clearance (Type I as a minimum). If interested, requests for copies must be postmarked NLT 8 days from the date of the listing in the CBD. Tel requests will not be honored. (199)

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PUBLICATION DATE: JULY 21, 1983

4/3,AB/13 (Item 1 from file: 635)

DIALOG(R)File 635:Business Dateline(R)
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0032176 87-10871

Autotrol Restructures Debt With New Line of Credit

Connole, Jon

The Business Journal-Milwaukee (Milwaukee, WI, US), V4 N33 s1 p21

PUBL DATE: 870601

WORD COUNT: 749

DATELINE: Milwaukee, WI, US

4/3,AB/14 (Item 1 from file: 647)

DIALOG(R)File 647:CMP Computer Fulltext
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01149976 CMP ACCESSION NUMBER: EBN19980112S0074

Route To Efficiency - More-intelligent tools are helping third-party logistics suppliers to reach beyond their traditional roles.

Darrell Dunn

ELECTRONIC BUYER'S NEWS, 1998, n 1091, PG53

PUBLICATION DATE: 980112

JOURNAL CODE: EBN LANGUAGE: English

RECORD TYPE: Fulltext

SECTION HEADING: Special Report: Logistics and Delivery

WORD COUNT: 2362

TEXT:

The third-party logistics and delivery industry has come a long way from simply managing a string of warehouses and trucks. Today's service providers tap into myriad technologies to ensure the seamless transport of products through the supply chain.

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